



# EXHIBITORS' PROSPECTUS

## 2011



# Introduction

**Advancing Water Reform – Water New Zealand’s Annual Conference & Expo 2011**, will be held at the Rotorua Energy Events Centre from 9 – 11 November.

The Conference will comprise three primary session streams. There will also be full Operations and Modelling streams and one-day IWA Science and SWANs streams plus Poster Competition and social events. The Welcome Reception and Modelling and Operations Dinners will be held on Wednesday 9 November, and the Conference Dinner on Thursday 10 November. The Hynds Paper of the Year and the Poster Competition winners will be announced at the Conference Dinner this year. The AGM will be held on the morning of Friday 11 November.

# Attendance

The Expo is an ideal opportunity for your company to promote its services and products to industry clients not attending the Conference. All visitors are welcome but must register on arrival at the Conference Registration Desk. This year's Conference is expected to attract over 750 delegates and in excess of 1000 attendees and visitors in total.

Registrants will come from all sectors of the water industry and environment including central and local government officials, water utilities, research institutes, universities, and consultancies. Delegates will comprise of engineers, senior local authority and water utility management, consultants, contractors and operations personnel at all levels.

The Expo will be the major focus point for all Conference day catering plus the Welcome Reception and the President’s Expo Shout.

# Venue

The Conference will be held at the Rotorua Energy Events Centre. This is a large venue which will cater for the technical sessions and social functions. Provision will be made for an exhibitors’ break-out room. Please note there will be limited onsite storage.

Exhibitors will be able to access the site from 0800 on Monday 7 November and set-up must be complete by 1700 on Tuesday 8 November. Your site must be dismantled between 1300 and 1700 on Friday 11 November.

## **IMPORTANT NOTE – Venue Floor Weight Restriction**

Please note that the maximum floor loading is **2 tonnes per square metre**. Further floor weight restriction information will be available in the Exhibition Information Guide which will be sent to you by the end of July.

## **Benefits to Exhibitors**

- Exhibitor Information Manual
- Two complimentary stand personnel registrations
- One conference satchel (including a CD of Conference Papers) per stand
- Lunches, morning and afternoon teas for your two complimentary stand personnel on 9, 10 and 11 November
- Admittance to the Welcome Reception (held in the Expo area) on 9 November for your two complimentary stand personnel plus admittance to the President's Expo Shout (date & time tbc)
- A complimentary 75 word company profile and company logo in the Conference Handbook

### **Each Site includes:**

- Carpeted floor space
- Walls carpeted, Velcro-receptive fabric on all sides (2.3m high, grey colour)
- 2 x 150 watt spotlights
- 1 x 4-way splitter box
- 1 x booth fascia sign 900mm x 200mm

## **Reservation of Sites**

**ALL EXHIBITORS MUST BE A MEMBER OF WATER NEW ZEALAND.**

### **BOOKING CRITERIA CHANGE**

**From 2011, a Parent Company or Head Office cannot hire a stand for any subsidiary company. Each identity (company) must apply individually for an Expo site.**

**The 'owner' must be either an individual or a corporate member. If the organisation is not a corporate member then the employee booking the stand must be an individual member.**

This change has resulted from Parent Companies or Head Offices reserving multiple sites and passing some of this space on to their Subsidiary companies in the past. This has meant a number of companies missed out on exhibiting in previous years. The new criteria will allow a fairer allocation of sites across the Water New Zealand membership.

**APPLICATIONS FOR SPACE VIA EMAIL OR FAX WILL BE ACCEPTED ONLY IF ACCOMPANIED BY CREDIT CARD DETAILS FOR PAYMENT OF YOUR DEPOSIT. OTHERWISE COMPLETED AND SIGNED APPLICATION FORMS MUST BE ACCOMPANIED BY A DEPOSIT CHEQUE OF \$1,000.00 + GST PER STAND BOOKED.**

Please send your completed form and deposit to:

**Water New Zealand Conference & Expo 2011**  
**C/- Avenues Event Management**  
**PO Box 10-612, Wellington**  
**Attention: Alice Soper**  
**Phone (04) 473 8044 - Fax (04) 473 8042**  
**Email: [waternz@avenues.co.nz](mailto:waternz@avenues.co.nz)**

## Exhibition Site Fees

SITE TYPE	SITE NO	SITE DIMENSIONS	NO OF SITES AVAILABLE	PRICE CORPORATE MEMBER (+GST)	PRICE INDIVIDUAL MEMBER (+GST)
Unrestricted* Main Hall	1 - 63	3.0 x 3.0m	63	\$2915.00	\$3415.00
Restricted 2.4 meters Main Hall	64 - 169	3.0 x 3.0m	106	\$2640.00	\$3140.00

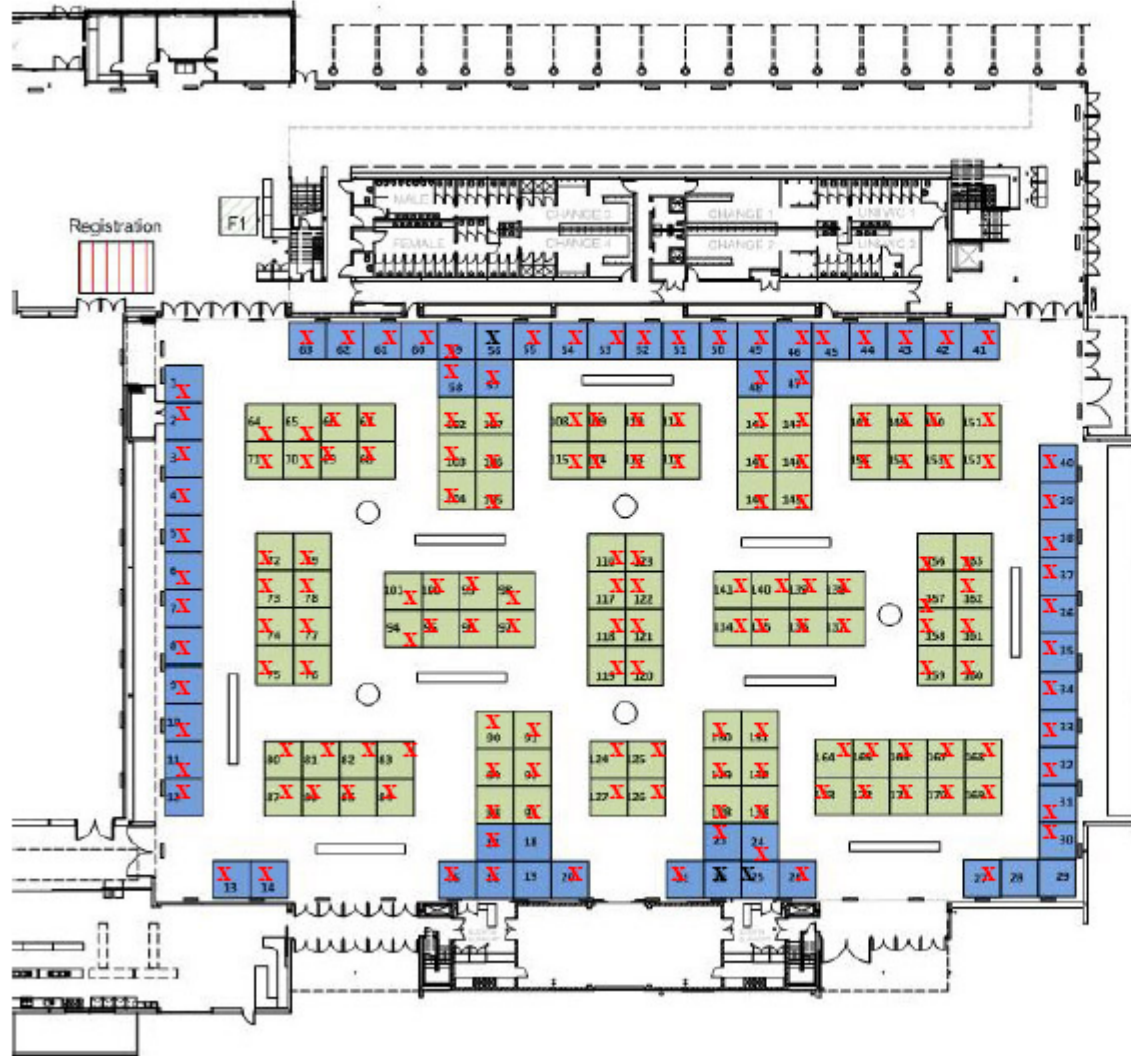
\* Stands higher than 3.6 meters will need to be approved by Avenues Event Management

A deposit of \$1,000.00 + GST is payable for each site booked at time of application. The remaining amount must be paid in full by Wednesday 7 September 2011. If full payment is not received by this date, the application is considered cancelled, and space will be reassigned. All prices are GST exclusive.

## **Adjoining Corner Site Bookings**

Special rates **may** apply for corner sites if you book an adjoining site and express interest in acquiring the corner site at the time of booking. Corner sites **will not** be automatically allocated to you if you book adjoining sites. For more information please contact Alice Soper at Avenues Event Management.

# EXHIBITION FLOOR PLAN



- Key
- All Stands 3m x 3m  
Height Restrictions: 2.4m  
Unless otherwise advised
  - Stands with No Height Restrictions  
3m x 3m
  - Catering Table Round 1.8m
  - Catering Table 7.2m x .750mm

## Cancellation of Site Bookings

Exhibitors are required to inform Avenues Event Management as soon as possible to cancel site reservations. However, the cancellation will become effective only upon receipt of written notice from the exhibitor. E-mail or facsimile notices will be accepted. Cancellation by an exhibitor of a space application or contract will result in the following:

- **Prior to Wednesday 7 September 2011**, a refund of 50% of the deposit will be made
- **After Wednesday 7 September 2011**, no refund will be paid. Cancelled space may be reassigned by Avenues Event Management

## Stand Personnel Registrations

Two complimentary stand registrations are included with each site booking. Additional stand personnel registrations are available at \$250 + GST each (limited to two per stand). This includes morning and afternoon teas and lunches on Wednesday, Thursday and Friday plus admission to the Welcome Reception.

Please note that paper presenters or delegates cannot register as additional stand personnel on an exhibitor's stand. All optional social functions are extra (refer to the Conference registration form available when registrations open). Tickets to the Conference Dinner are limited and are available on a first-come, first-served basis.

There has been confusion in the past about exhibitors' and stand personnel access to Conference presentations. It has been standing policy for many years that Conference attendance is separate to Expo staff attendance.

**Capacity and safety considerations require us to enforce this. If there is seating available, Exhibitors and stand personnel MAY be admitted to Conference presentations on a case by case basis. Please note that Conference Registrants will have priority admission at all times and persons without Conference registration may not be admitted until after the commencement of the presentation.**

## Water New Zealand Membership Benefits

The benefits of Corporate Membership of Water New Zealand are significant, especially if you participate in the Expo. To qualify for the Expo Site Corporate Rate, exhibitors must be a Water New Zealand Corporate Member at the time the space application is made, and at the time of the Expo. If membership lapses, the site may be allocated to another Corporate Member. An Individual Member may apply for an Expo Site and the Non-Corporate Rate will apply.

## Assignment of Space

No application will be processed or space assigned, until the required deposit is received in NZ dollars. Space must be paid in full by the specified date. If not, the contract will be considered cancelled and space will be reassigned, or sold by, Avenues Event Management.

Requests for exhibit space are assigned by Avenues Event Management by date of receipt of application on a space-available basis. Where date of receipt is duplicated, assignment is made in accordance with the applicant's record of participation in previous Water New Zealand exhibitions.

Water New Zealand reserves the right to assign or reassign booth space so that the arrangement of the exhibition is in the best interest of the attendees and the exhibitors. Water New Zealand also reserves the right to determine the eligibility of any exhibit and/or exhibitor either before or after the proper execution of the contract. Avenues Event Management further reserves the right to close or reconfigure at its option any exhibit that is found to violate the agreement described herein or any applicable laws, by-laws or regulations during the course of the Expo.

## Marketing Incentive

Water New Zealand produces a Conference Handbook which contains the Conference Programme together with other useful information. Advertising in the Handbook is an ideal way to ensure delegates get your message before, during and after the Conference & Expo.

As part of the site package, Exhibitors have the option to include a complimentary 75 word company profile and logo in the Conference Handbook.

## Conference Handbook Advertising and Advertorial

Why not take the opportunity to place an advertisement or advertorial in the Conference Handbook? 1,500 copies of the handbook will be produced and will reach a large number of your customers - both current and future - including all conference registrants. For further information on Conference Handbook advertising and advertorial please contact:

**Noeline Strange**  
**Telephone (09) 528 8009 or (027) 207 6511**  
**Email [n.strange@xtra.co.nz](mailto:n.strange@xtra.co.nz)**

# SITE APPLICATION AND CONTRACT 2011

GST No: 52 - 438 - 756

NAME OF COMPANY: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

POSTAL ADDRESS: \_\_\_\_\_

PHONE: ( ) : \_\_\_\_\_ FAX: ( ) \_\_\_\_\_ EMAIL: \_\_\_\_\_

Please circle: **CORPORATE MEMBER WNZ**    **INDIVIDUAL MEMBER WNZ** – member name: \_\_\_\_\_

**SITE No:**    **1st Choice** \_\_\_\_\_    **2nd Choice** \_\_\_\_\_    **3rd Choice** \_\_\_\_\_    **4th Choice** \_\_\_\_\_

<b>Corporate Registration Fees (+GST):</b> Unrestricted                      \$2915.00 Restricted 2.4 meters            \$2640.00  <b>Individual Registration Fees (+GST):</b> Unrestricted                      \$3415.00 Restricted 2.4 meters            \$3140.00	<b>No of Sites</b> _____	<b>Cost</b> _____
<b>Total: \$</b>		

I wish to pay my Exhibition Fees by cheque - payable to "Avenues Limited"  
(cheque must accompany this booking form)

I wish to pay my Exhibition Fees by credit card  
 Mastercard     Visa     Amex

Name of Card Holder: \_\_\_\_\_ Signature: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Please retain a copy for your records and send your completed site application and deposit to:

**Alice Soper**  
**Marketing Co-Ordinator**  
**Avenues Event Management**  
**PO Box 10-612, Wellington 6143**  
**[waternz@avenues.co.nz](mailto:waternz@avenues.co.nz) or fax 04 473 8042**

# Exhibition Rules & Regulations

## 1. PURPOSE OF EXHIBITION

The Water New Zealand Conference and Trade Expo is sponsored and managed by the Water New Zealand, a non-profit organisation. The purpose of the exhibits, an integral part of the Association's educational activity, is to complement the professional meetings and technical sessions by enabling delegates and trade visitors to see state-of-the-art equipment, service and technologies, including the latest innovations in the water and waste industries.

## 2. LIABILITY

Neither Water New Zealand nor the venue assumes any responsibility for the protection and safety of exhibitors, their exhibition representatives, agents or employees, for the protection of exhibits or other property secured or removed after hours and placed in safekeeping. Any guard service, security room, or other protective measures that Water New Zealand may take shall be deemed to be purely gratuitous on its part, and Water New Zealand shall have no responsibility for the effectiveness or failure of such measures or for the conduct of personnel involved therein. Each exhibitor agrees to indemnify and hold harmless Water New Zealand, including its officers, directors, agents, employees, contractors, assignees and insurers (hereafter 'Water New Zealand'), and the other exhibitors at the conference from and against any and all claims, losses, damages, liabilities and expenses, including attorneys' and consultants' fees and expenses and court costs incurred by Water New Zealand or such other exhibitors, in defending against, satisfying or compromising any such claim arising out of any injury to persons or property caused by any act or omission of the exhibitor or its representatives, agents, employees or contractors.

Further, the exhibitor shall indemnify and hold harmless Water New Zealand and such other exhibitors from and against any penalties, damages or charges imposed for any violations of any law or ordinance by the exhibitor or its representatives, agents, employees or contractors, and shall also indemnify and hold harmless Water New Zealand and such other exhibitors against any and all claims, losses, damages, or expenses arising out of any failure by the exhibitor in any respect to comply with and perform all the requirements and provisions of these Rules and Regulations.

## 3. USE OF EXHIBIT SPACE

- a) Exhibits are confined to products manufactured by or services rendered by the exhibitor. No exhibitor shall assign, sublet or share the space allocated without the approval of Water New Zealand, and shall be required to have the assigned exhibit space neat and clean at all times.
- b) During show hours, each exhibit must be staffed by a company representative substantially all of the time. Booth attendants shall be dressed modestly and in good business taste. Exhibitors and their representatives shall conduct themselves with decorum and in a professional manner at all times.
- c) All material used in the exhibit hall and/or exhibitor's booth(s) must be fire proofed and conform to all appropriate regulations. All exhibitors planning demonstrations requiring open flames, any kind of compressed gas or explosive fuels, heat, etc. are required to contact the Exhibition Manager and give pertinent information that allows approval to be obtained in advance. Exhibitors must accept full responsibility for compliance with national and local fire safety regulations.
- d) Any sound trucks, equipment demonstrations or other sales presentations must be at a low volume so that nearby exhibitors are not bothered. Any form of attention-getting device or presentation must be terminated when crowds jam aisles or infringe upon another exhibitor's display.
- e) No cementing, nailing, tacking, taping or attaching of any material to any floor, wall or column will be permitted unless approved by the Water New Zealand Exhibition Manager.
- f) Promotional floor walkers are not permitted.

#### 4. ARRANGEMENT OF EXHIBITS

- a) Built-up Exhibits – **Height Restricted**: No part of any display may be in excess of **2.4 metres in height**. Displays should be located so as not to obstruct other exhibits. All exposed parts of displays and/or equipment must be finished or covered in a workmanlike and neat manner, so they do not present an unsightly appearance when viewed from adjoining booths or aisles. Exhibition management may order masking at the exhibitor's expense, without the prior consent or knowledge of the exhibitor, where it is deemed necessary.
- b) Built-up Exhibits – **Height Unrestricted**: No part of any display may be in excess of **3.6 metres in height without written approval from Avenues Event Management**. Displays should be located so as not to obstruct other exhibits. All exposed parts of displays and/or equipment must be finished or covered in a workmanlike and neat manner, so they do not present an unsightly appearance when viewed from adjoining booths or aisles. Exhibition management may order masking at the exhibitor's expense, without the prior consent or knowledge of the exhibitor, where it is deemed necessary.
- c) No carpeting, overhead roofs or bridge-type structures etc. are permitted across aisles. Any booth with an overhead roof or cover must receive special approval. Exhibitors may be asked to provide fire extinguishers, smoke alarms, etc. Peninsula booth arrangements are not allowed.
- d) Mobile or trailer displays are permitted only in certain areas. Permission must be obtained prior to employing this type of exhibit.
- e) Specifications for island or non-standard type exhibits must be approved by the Exhibition Manager. A copy of such specifications must be furnished to and approved by Water New Zealand prior to the space assignment date. After this date, requests for this type of exhibit space are handled on a space-available basis.
- f) Exhibitors shall limit raised floors or platforms for addressing visitors and/or demonstrating exhibits to 300mm above the floor. No flashing lights or other distractions are permitted.
- g) No portion of any machine, skid or display may be closer than 300mm to any aisle.
- h) All exhibits must remain intact until specified date and time for dismantling and may not be dismantled or removed before that hour. Should any exhibitor dismantle before the appointed hour a \$2,000 fine will be imposed on their company.

#### 5. INTERPRETATION AND ENFORCEMENT

These regulations become part of the contract between the exhibitor and the Water New Zealand, which has full power of interpretation and enforcement of these rules and may amend them at any time. All matters in question not covered by these regulations are subject to the decision of the Water New Zealand, and all decisions so made shall be binding on all parties affected by them as by the original regulations. Exhibitors or their representatives who fail to observe these conditions of contract or who, in the opinion of Water New Zealand, conduct themselves unethically, may be immediately dismissed from the exhibition without refund or other appeal.

#### 6. CHANGE OF LOCATION OR CANCELLATION OF EXHIBITION

If, for any reason, the selected meeting place is not available for exhibiting, or if other contingencies prevail which, in the opinion of Water New Zealand, would prohibit or greatly limit attendance at the convention, then Water New Zealand has the right to cancel the exhibition or move the exhibition location to another facility or city at the discretion of the Water New Zealand, and shall not be liable for any expense incurred by reason thereof. In the event of cancellation of the exhibition, Water New Zealand will refund to exhibitors all space charges paid by them.

#### 7. NO ANIMALS

No animals are permitted within the exhibition area during build up or while the Conference and Expo is in progress. Guide dogs are exempt.

#### 8. WAIVER

The exhibitor hereby waives and abandons any right to claim specific performance of any obligation of Water New Zealand now or henceforth.

#### 9. SPONSOR

Water New Zealand reserves the right to negotiate and conclude arrangements for the benefit of the Water New Zealand with a sponsor or sponsors in relation to the Expo at the entire and unfettered discretion of Water New Zealand.

(a) Water New Zealand acknowledges that no contractual or other relationship exists between Water New Zealand and the sponsors as a result of the conclusion of this agreement and the exhibitor taking part in the expo and the exhibitor agrees that it will look to Water New Zealand alone for fulfillment of all obligations in terms of this agreement or arising at common law as a result of the exhibitor's participation in the Expo.

(b) In so far as may be necessary, the exhibitor, by his signature to this agreement, hereby waives and abandons all rights he may have against the sponsor arising as a result of the conclusion of this agreement or at common law.

#### 10. TIME IS OF THE ESSENCE

The parties acknowledge that this is an agreement in terms of which time is of the essence and that Water New Zealand shall be entitled to give the exhibitor written or verbal notice to immediately remedy any breaches of this agreement committed by the exhibitor.

## Water New Zealand thanks its Premier Sponsors...



**City Care Ltd** (City Care) is a leading provider of construction, maintenance and management services across New Zealand's infrastructure. We work around the clock maintaining our nation's water, wastewater and stormwater networks, parks, gardens, sportsfields, cemeteries, waterways and coastal areas, buildings and public facilities and roading networks. We also keep an eye on the future, working with our clients to create new infrastructure for the well-being and everyday enjoyment of people throughout our communities.

Our company provides services to 1.9 million people and we employ approximately 1,000 staff across 15 operational bases.

City Care is a progressive company with a culture of continuous improvement. Our expertise in the field is supported by innovative, world class IT, communications and management systems. These systems can be easily replicated across our operations, ensuring the smooth delivery of a national service.

The key to our success is positive client relationships. At City Care, we tailor our services to meet the needs of our clients and we work in partnership with them to reach 'win-win' solutions and relationships. We have significant experience in improving the quality of our clients' asset data. We do this by focusing on real-time data capture and recording direct from the field to our clients' management systems and customer call centres.



**Downer** is a proven partner in all areas of the New Zealand water sector. Our capabilities include a complete 'start to finish' service covering treatment plant and reticulation operations and maintenance, major construction projects and specialist technical solutions. We deliver these services through a leading edge performance-based and partnership contracting framework that encompasses a strong emphasis on safety, customer and environmental care. Key services include:

**Operations and Maintenance** - Our long-term contracts cover reticulation systems and treatment plants for the management of water, waste water and storm water facilities in both urban and rural locations.

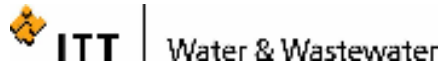
**Construction and Design/Build** - Our teams undertake all types of construction and design/build activities from small reticulation renewals to the largest and most complex treatment plant upgrades and major pipeline schemes.

Technical Services - To support our contracts, we have professional and technical engineering staff focused on providing innovative, practical and technically robust solutions.

Partnering Alliances – Downer is a leader in collaborative and relationship based contracting. We have a proven track record in alliancing, NEC3 and partnering contracts that have benefited our clients and their communities through emphasis on price certainty, customer service and quality outcomes.



**Hynds Pipe Systems Limited** is New Zealand's leading manufacturer and supplier of drainage, watermain and environmental products for the civil sector. Established in 1973, Hynds is still a family owned New Zealand business which has built its reputation on customer service and innovation. Hynds branches are located throughout New Zealand, offering contractors a comprehensive range of products, supported by an experienced and knowledgeable sales team. Our Technical team also work with contractors, consultants and councils to design individual solutions for complex drainage, water supply and waste treatment situations. The Hynds product range includes concrete pipe, manholes, precast structures, plastic pipe systems, the new Boss turn wall sewer and stormwater pipe, ductile iron fittings and valves, clay pipe systems, access covers, streetware, and surface drainage products. Associated business Hynds Environmental, are specialist suppliers of stormwater, wastewater and domestic treatment systems from small to large scale application.



### **ITT Water & Wastewater What Can Itt Water & Wastewater To Do For You?**

ITT Water & Wastewater is involved in a broad spectrum of activities aimed at helping governments, municipalities and companies improve sewage handling, flood control, energy conservation, land reclamation and tunnel construction.

Our products are used extensively in mining as well as industrial processes, agriculture and aquaculture. Integrated solutions for fluid handling are offered by ITT Water & Wastewater as a world leader in transport and treatment of wastewater. We provide a complete range of water, wastewater and drainage pumps, units for primary and secondary biological treatment, products for filtration and disinfection, and related services.

What's more, thanks to ITT's sustainable policies, this is done in the most efficient and environmentally friendly way possible.

We are the grand total of our outstanding product brands, Flygt, Sanitaire, Wedeco and Leopold. We draw on the support of our strong global resources to work in close partnership with you, wherever in the world.



### **Streat Control**

With near 40 years in Instrumentation in New Zealand – in a variety of roles from technical, servicing, sales and teaching to managing – I understand the needs and challenges faced out there in the field. Good business is about good partnerships, reliable, cost effective, appropriate solutions, and solid back up. That's my personal philosophy and it's at the heart of Streat Control.

Uniquely, being privately owned, independent and providing the most comprehensive range of manufacturers and technologies enables us to be wholly solution orientated. Our goal is to meet your needs with the most effective, most appropriate, best value option available.

for WATER: We offer a complete range of instrumentation and analyzers for irrigation, potable, wastewater and even the high purity water/steam cycle.

for FLOW: KROHNE, GREYLINE, BRONKHORST MACNAUGHT, PRESO & DRESSER ROOTS

for LEVEL: KROHNE, GREYLINE, DREXELBROOK, CANONGATE and SMAR.

for WASTEWATER MEASUREMENTS: CHEMSCAN, ROYCE , KROHNE OPTISENS

for POTABLE WATER TREATMENT ANALYSERS: SWAN , CHEMTRAC

I welcome you to visit the stand, enter our quiz, have some fun and meet the Streat Control Team in Christchurch: Stands 78 - 80.



### **United Water RESPONSIBLE WATER MANAGEMENT**

United Water understands the challenges of maintaining and operating water, wastewater and stormwater networks and treatment facilities.

We are responsible for over \$7 billion worth of publicly owned water assets in New Zealand and Australia, serving more than 1.5 million people.

Each year we treat and distribute over 200 billion litres of water and 120 billion litres of wastewater. Our expertise and experience is strengthened by the support of our parent company, Veolia Water; the largest water company in the world.

As a proven leader in the New Zealand water industry, United Water provides water and wastewater services in Papakura, Franklin, Queenstown, Ruapehu, Thames-Coromandel, Waitomo and Wellington.

All contracts operate under the umbrella of the triple crown certification of our management systems in the areas of quality (ISO9001:2000), environment (ISO14001:2004) and health and safety (AS/NZS4801:2001 & OSHAS18001:2007).

United Water are specialists in:

- Management and operation of treatment plants & networks

- Asset management
- Engineering
- Project Management
- Infrastructure delivery, including DBO, BOOT
- Research and Development
- Peer and benchmarking reviews
- Customer service and billing

[www.unitedwater.co.nz](http://www.unitedwater.co.nz)